

Connecticut Industry

Even Excellence Needs Its Regular Exercise

The recommendation of President Hoover, in his annual message to Congress, in connection with the creation of a Public Works Administration which would have jurisdiction over all building and construction activities of the government, has been crystallized in two bills designed to carry out the recommendations.

It is the belief in well informed quarters that, if enacted, these bills would abolish the administration of the corps of engineers in the continuation of its supervision of rivers and harbors work. For a number of years, effort has been made to relieve the corps from this work. This effort has been intensified during the present session of Congress by the recommendation of the President.

Manufacturers of the State of Connecticut have had considerable contact with the work of army engineers on rivers and harbors development, and there is general satisfaction. It now appears impossible to secure men of equal skill to carry on this work under civilian direction at the present cost. It is apparent too, that the assignment offers peace-time work and training of greatest importance. As far as we are aware there has never been any indication of the entrance of political factors and their absence is highly desirable.

To relieve the corps of engineers from their present supervision of rivers and harbors projects would be unwise in the extreme.

E. Kent Hubbard

March, 1932

Observations in Buenos Aires
By J. E. Wuichet

What's Going On In Washington
By C. L. Eyanson

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makes
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for March, 1932

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L. M. Bingham, *Editor*

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A Price Guarantee Plan for FLEET OWNERS

If you are buying tires for 20, 30 or 150 automobiles, are you *sure* that another company nearby is not paying a *lower* price for *fewer* cars?

Such conditions are *common*, because of the keen competition in the tire industry. Buyers are at the mercy of tire manufacturers and dealers in whom they have placed their confidence.

Here is the *remedy*—

The NORWALK PLAN

Each fleet buyer should insist that the tire company or dealer from whom he buys file with him a letter to the effect that the price quoted and service guaranteed are as good as any extended on tires, either directly or indirectly, to other commercial or fleet operators and that, in the event of the tire company or dealer making a lower quotation to any account of such class, the lower price will automatically be extended to all such buyers.



The Norwalk Tire Company offers this Guarantee to all fleet owners. If the purchasing agent can not secure such a letter from the tire manufacturer and dealer, he will realize that neither the manufacturer of the tire nor the dealer who sells it is entitled to his confidence.



The NORWALK TIRE & RUBBER CO., NORWALK, CONN.

Norwalk Tires & Tubes

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by J. E. WUICHET

Foreign Trade Secretary, Manufacturers' Association of Connecticut, Inc.

WE arrived at Buenos Aires on December 7—twelve hours ahead of schedule, think of that!—and as the next day was a religious holiday with banks, offices, stores and the custom-house closed, I devoted the day to looking for suitable living quarters.

Next morning was spent in conference at the office of the commercial attaché. Dr. Dye and his assistant, Mr. Burke, declared that good trade representatives and importers would be clamoring for certain lines of products. They said the drop of the pound sterling has had a beneficent effect on the British-Argentine trade but that this advantage is only temporary.

Though business methods in the Argentine are more similar to those in the United States than are methods in any other South American country, I was told that Americans who expect to come here and complete their task in the same length of time necessary in their own country are doomed to disappointment. I was told that in a six weeks' sojourn in Argentina an extremely large number of calls are necessary.

It is customary to take samples to offices of prospective agents and importers, upon invitation, rather than invite them to inspect samples at one's hotel. During our Buenos Aires stay we have removed from the Hotel Continental to a small comfortable pension hotel, the Albion at Esmeralda No. 691.

The Rio de la Plata river, flowing past Buenos Aires, is so wide that during the entire 100 mile trip from Montevideo to "B. A." you cannot see the shoreline on either side! The first explorer missed a real opportunity when he called the Rio de la Plata a river, for he could have easily convinced the folks back in Spain that it was a sea. On either side of the well-dredged and buoyed ship channel the river is not over twenty feet deep anywhere, and the ship's wash behaves like breaking surf.

At twilight, the flat but brilliantly lighted skyline of the big city materializes on the left, as the ship approaches. An English passenger points out proudly the spot where his boy is in school; a young Argentinian away in Germany for three years' study is unable to contain his sentiments; the confusion on board increases as we pass wharf after wharf, until there is an outburst of Spanish greetings as we pull within earshot of our dock.

Buenos Aires motor traffic believes in speed, and as we clutched our seats in the taxi on the way to the hotel we put our Spanish to its first practical test

• This is the first installment of an informal account of Mr. Wuichet's experiences in South America from December 7 to December 27, 1931, while on a foreign trade promotion trip in behalf of the Association and thirteen of its members.

by asking the driver to go a little slower. On the broad and brilliant avenida (a factor in the city's nickname as the "Paris of South America") are hundreds of sparkling new touring cars with tops down, weaving in and out at dizzy speed with marvelous precision which makes New York traffic look tame indeed. And rarely an accident, they say. The taxis do not look like taxis, but are touring cars with meters.

There is a deafening symphony of horns, klaxons and "beeps,"—and no one slows up unless a crash is inevitable, but the crash never occurs. These cars are mostly of American make, in the higher priced lines, brightly colored and with few women at the wheel, especially at night.

The city justifiably takes pride in the most extensive surface transportation system in the world, with trolleys everywhere, buses, two subway systems, and the "collectivos" or touring cars with regular routes. The fare on all is ten centavos, or two and one-half cents American. Traffic passes on the left and the trolleys run along the left side of the street so that passengers alight on the sidewalk without interrupting traffic. A transfer to the subway system may be had for fifteen centavos. Trolley schedules are so excellent that cars are never more than a block apart downtown and never more than two minutes apart in the outskirts.

For fifty years the subway system has been in operation! Instead of having expresses, every other subway train stops at each station, four blocks apart. At the station called Plaza Once, the commuter steps across the platform into an electric train for the suburbs. It takes but twelve minutes to get to the fashionable residential district of Olivos, ten miles away, the fare being 65 centavos. The sports center of Tigre is just beyond on the Parana river where Kaye Don made his speedboat record. Thousands repair every week-end to Palermo on the motor drive where one of the most famous race tracks is located. The newer subway system is a marvel of construction, with American turnstiles, American engineering, British cars, tiled stations,



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the platform at Florida station being the longest in the world.

A paradise for womankind is Florida (Flo-ree-da), the Rue de la Paix of Buenos Aires. It is a mixture of Fifth Avenue and the Parisian Rue de la Paix. Artisans of the world have prepared its shop windows for the benefit of the wealthy Argentinian who wishes to adorn his senora and his ninas (daughters). From the Avenida to Charcas, windows are jammed with novelties as though vieing with each other for a grand originality prize. Nearly every other store is a jewelry establishment, some very exclusive, some dazzling the passers-by with necklaces and bracelets of every design and size, and for the most part resembling dog collars in weight.

There are clever carved figurines from Switzerland and Russia; smiling faces on the mannikins in the windows, clad in the latest lingerie. The local corset industry is thriving under a thoroughly protective tariff. Of course it is summer here while winter in the States, and Paris has decreed red, black and white as "the" colors this season. Even the male does not fail to observe that. They say styles are six months in advance of New York. The two largest department stores are now under the same British management.

Reputedly the richest and most exclusive club in the world, the Jockey club stands aloof from its neighbors, one of its features being the renowned onyx staircase. The elite of the commercial world gather at the Richmond bar for the cocktail hour; their women-folk, diplomats and other gentlemen of leisure gather at the ultra-fashionable Confiteria Paris. Between 5 and 7 P. M. half the populace saunters up and down the Avenida de Mayo while the other half watches from the sidewalk tables, sipping their cafe con leche or their chop of beer. Cocktails are very reasonable but the well-to-do indulge in them only behind closed doors; and the stronger beverages in view at the sidewalk cafes are ordered by visitors, mostly Americans.

A large part of the day is spent by the Argentinian at the table. Breakfast, strictly private, consists of rolls and coffee in the bedroom. There is no choice, for the restaurants do not open until 11 o'clock. Coffee is black and thick, and though it tastes strong it is really less harmful than coffee used in North America. The bean is roasted until black, removing all the caffeine. When served in full cups (never with the food) the proportion is one part coffee and two parts hot milk. At tea-time the cup is accompanied by a hard roll. Luncheon comes between 12:30 and 2:00 P. M. and consists like dinner of four or five courses. Dinner seldom comes before 9:00 P. M. and one is expected to retire afterward.

"B. A." is decidedly a man's town. Custom decrees that no lady shall be seen without an escort on the streets, day or night. Women go shopping in taxis. Visiting women who violate the rule find themselves causing an attraction on the street. Unescorted women never travel in the city on foot. Working hours are from 8 to 12 in the morning and from 2 until 6 in the afternoon. Bankers' and foreign government officials' hours are, however, from 9 to 11 and from 2 to 4. There is a new edition of one newspaper or another on the street every hour or two, heralded by the boys who work in shifts the entire twenty-four hours. There are at least eight foreign language papers, two for each of the foreign colonies, British, French, German, and Italian.

Had lunch and tea on a recent Sunday at a typically British home in Olivos, the host being the local manager of the Sun Life Assurance Company, Ltd. The Englishman's villa is large and modern, of the chalet type, surrounded with lawns, roses, hydrangia, palms and trees with mistletoe clinging to the branches. There are grapefruit, and lemon and orange trees in bloom in the garden. Round about are high walls and hedges. The house is luxuriously furnished. Luncheon was a work of art. There was a cocktail in the drawing room, the correct wine with courses, and chartreuse and coffee afterward in the solarium. Six canaries in a huge cage. Then a game of croquet on the lawn till tea-time. The son is studying medicine up at McGill, and the daughter speaks of the States and southern Europe. Both were born in the Philippines, and the mother is American-born.

On every street corner the flower-loving public is catered to, with peddler's baskets filled with the jasmine, rose, carnation, gladiola and snapdragon. The poorest citizen can afford his daily bouquet.

A revelation to visitors and a source of pride to natives is the Argentine industrial exposition on the Avenida, where candy, cigarettes and liquors are among the domestic products displayed on its two floors filled with glass cases. Silk, cotton, plumbing supplies, fancy builders' hardware, stamped metal goods, straw and felt hats, soaps and cosmetics, clothing, drugs, Portland cement, leather goods and hundreds of other products, are seen, all flourishing in this country under a protective tariff. Yet the manufacturers here say they cannot begin to supply the local demand nor satisfy the national craving for variety.

The Argentinian is not wanting in charity. A crippled beggar collected from every passenger on a subway car between stops. Night life reaches its height at the Armenonville, though that place is patronized entirely by foreigners. Native women are not seen at night in public places. The motion pictures

are all American, sometimes in Spanish, sometimes in English with brief printed translations.

On Christmas day we might have thought it was Fourth of July but for mention of the season. "Christmas firecrackers" were on sale last week, and on Christmas day, during summer weather, as we rode out to Olivos to have tea with a Scotch-Argentine family, we saw children firing them off everywhere.

The railway on which we rode is wider gauged than American ones, and there is room for three in a seat, while the aisle is wider than on the "New Haven". One rides first, second or third class as in Europe. The smoking compartment usually contains as many women as men, but women never smoke in public, at any rate. As the train began to pull out of the station at "sixteen o'clock" on the dot, the incoming train due at that hour was just coming to a dead stop. Not a coincidence, either, as it happened on another occasion at the same station. The road is electrified.

Christmas dinner was taken with a young lawyer and his wife from Philadelphia who are occupying a modern apartment for their three years' stay. The hostess made a brave effort to invoke the Christmas spirit with red and green candles. Christmas among the natives, however, is just another religious holiday, and the real celebration comes on New Year's and

January 6, the Day of the Three Kings.

The national pastimes are bidou and the "loteria" or lottery. The loser at bidou pays for dinner. It is played with a cylindrical leather cup and three dice, but otherwise like poker except that there is more speed and excitement. The rapid thud of bidou cups may be heard at all hours above the din of the cafes. The loteria or national lottery conducted by the national government is the next obsession in importance in the country.

John Backer, the grand old man of the import trade here, who was born and raised in South Glastonbury, had a copy of the Hartford Times on his desk when I was introduced to him in his office. After many years' absence he still retains traits typical of New England. He visits the States occasionally. He says his copies of The Times have a long waiting list of friends, including the local manager of the National City Bank.

Attended a dinner dance in Olivos, the residential section, Saturday night, and a knowledge of three languages was necessary to converse with all the guests. Some of the seventeen present spoke only English, some only French and some only Spanish, but fortunately the hostess spoke seven languages. A fluent knowledge of at least three is considered a fundamental of the lowest stage of culture here.



What's Going On In Washington

As seen by C. L. EYANSON

THE more one sees of Washington during the present session the more confused one becomes; for, when we have a combination of an approaching presidential year and a major business depression there is certain to be considerable jockeying. Everyone realizes that government expenditures must be cut, and both the Administration and Congress are preaching it from the house tops, but many of the latter group are preaching it with tongues in their cheeks. Picture the Congressman whose chief ambition is to get some sort of a federal building for his home district. It is rather difficult for him to place his project on the altar of sacrifice and consequently he does not do it. The Congressman who sacrifices himself is indeed a rarity.

• Mr. Eyanson, who has been in close contact with both national and state legislation for many years, makes some interesting and timely first-hand observations on the behavior of political Washington now, and what may happen in the future.

It seems to be the general impression among the members of Congress and among their constituents that real strides are being made toward the reduction of government expenditures, but underneath the surface the attempt is not as wholehearted as it seems. On the surface we see the amazing spectacle of a Republican president and a Democratic House actually getting

along together and fighting for one thing—the good of the people and the end of the depression. This outward spirit has been commented upon favorably by many Washington observers, but very shortly we shall see the old credit-taking trait crop out. Mr. Garner and his colleagues can stand it just so long, and the President and his advisers can stand just so much. All eyes are turned toward the fall of 1932, and when that happens, blooey goes non-partisan action.

Stabilization Moves

However, we cannot sell America short at this stage of the game. Both Congress and the Administration have been making earnest attempts to set things to rights. All of the old bluster about maintaining wages and of prosperity being "just around the corner" that we heard at the beginning of the depression, is now taking a back seat. Last summer we saw the start of a really earnest effort. First came the foreign debt moratorium in June. In October came the bankers' pool to aid weak banks. This didn't amount to much as far as Washington observation goes. Then came the government loan to banks, financial institutions and railroads. This did start a comparatively small flow of credit. Then the R. F. C. which was finally gotten away with a bang, and now the new emergency legislation which would permit federal reserve banks to lend to member banks on any good assets and would let the reserve banks issue currency based partly on government bonds and partly on gold. All Washington seems to be most optimistic over the possible results of the combined effect of all of this legislation. It is said that the President has a good man in Frank Knox. We have seen him in action and he appears to know where he is headed.

On the whole, while there is no talk of anything being "around the corner" there is a distinct feeling of optimism following a period when Washington has been the most pessimistic place in the country.

Taxation Outlook

When we speak of government expenditures we think of taxation, and from this direction someone is going to take one on the chin. The best informed Washington observers feel that there will be no general sales tax legislation but that such tax will be limited to a narrow group. At the present writing we are more inclined to the belief, however, that a general sales tax has a greater chance of passage than a sales tax on specific commodities in a limited group. The automobile industry is not going to take it on the jaw lying down and it is right that they shouldn't. The retailers are in Washington in force opposing the general sales tax, but opposed to them we have an intelli-

gent, formidable group which is opposed to the singling out of specific commodities for sales tax.

The outlook for an increase in corporation tax is particularly bright just now, that is, if you are not interested in corporations. It will be remembered that the Treasury plan calls for a corporation tax increase to 12½%. A super-estate tax of 5%; a theater admission tax of 10%; an automobile tax of 5%; an accessories tax of 2½%; a radio tax of 5%; check tax of 2¢; telephone, telegraph and cable tax of 5¢ on messages costing from 14 to 50 cents and 10¢ on messages over 50 cents; stock transfer tax of 1¢; personal income tax of from 2 to 6 per cent, and a surtax on personal incomes, increased to maximum of 40% as well as a reduction of exemptions in the case of personal income tax from \$1500 to \$1000, in the case of single persons, and from \$3500 to \$2500 in the case of married persons, are included in the Treasury program. Of one thing only are we certain at the present time and that is that the increased rates will not be retroactive. We may also be certain that the Treasury program will not be carried out in its entirety. The Democratic House Ways and Means committee will have some ideas of its own.

Tariff Moves

The tariff dog continues to sleep. It is the most difficult thing in the world to get either Republican or Democratic Congressmen to talk about the tariff. The fall of 1932 is too close. They are perfectly willing to make legislative gestures involving administrative provisions but as to rates on specific commodities and general revision—no.

Copper and oil which are now on the free list will probably have their day shortly. The domestic copper interests feel that their present plight is due to the free copper. The oil interests, confronted with 40 cent Venezuelan and Mexican oil, feel the same. The coal interests, who are taking a licking because of oil competition, are of the same mind. Therefore, we have a definite coalition of large groups of approximately fifteen states of the Union. This means thirty Senators and the Lord knows how many Congressmen, of both parties, desiring and threatening to work earnestly for a tariff of four cents on copper and a dollar a barrel on oil. It is any man's guess as to what will be the ultimate outcome, but at present it seems doubtful if these commodities will be removed from the free list.

Railroads Favored

The railroads are getting the breaks just now. There seems to be almost universal sentiment on the part of those who have testified before Congressional

committees that Section 15-A, which is the recapture clause of the Transportation Act, ought to be repealed. Even the members of Congress who are members of the House and Senate committees on Interstate and Foreign Commerce who do not know one section of the act from the other, are convinced on this one point. It seems to be the consensus of opinion that the plight of the railroads is due in a large measure to the stringent regulation which has been placed upon them and there is a tendency to be lenient.

In a great many quarters in Washington there is a distinct belief that motor trucks and motor busses ought to be regulated in order to reduce the unrestricted competition which they offer to the rail lines. There are, of course, still a great many "die hards" among the anti-regulationists. If some of the emergency legislation now before Congress can be wheedled through successfully and gotten out of the way, some real action will undoubtedly be taken in regard to transportation, including federal regulation of busses and trucks, railroad holding companies, etc.

The hearings before the Interstate Commerce Commission on the so-called Four-Party Plan of railroad consolidation were resumed on February the 15th and New England was there in the person of Bentley Warren, counsel for five New England governors, while Governors Ely of Massachusetts, Winant of New Hampshire, and Wilson of Vermont, appeared as witnesses. Governor Case of Rhode Island and his right-hand man, George Crooker, had a somewhat different story to tell. The majority New England opinion that is being expressed is that New England will approve of the four-party plan, provided the Pennsylvania Railroad is directed to give up its holdings in the New Haven and B. & M. and provided that the bridge lines are not disturbed. We must say frankly that New England, as far as we are able to see, is not getting very far. We are not certain that it is being taken too seriously.

Labor Confident

Representatives of the American Federation of Labor may be seen on the hill any day. They admit that they have a good deal upon which to hang their hats during this session and are confident in connection with anti-injunction legislation, the prevailing hours of labor bills, shorter hours of labor proposals, and the usual raft of other provisions concerning labor. It may be noted, however, possibly due to the depression, that a good many of these "free trip to Washington fellows" are absent during this session. One doesn't see them as often as during more prosperous times.

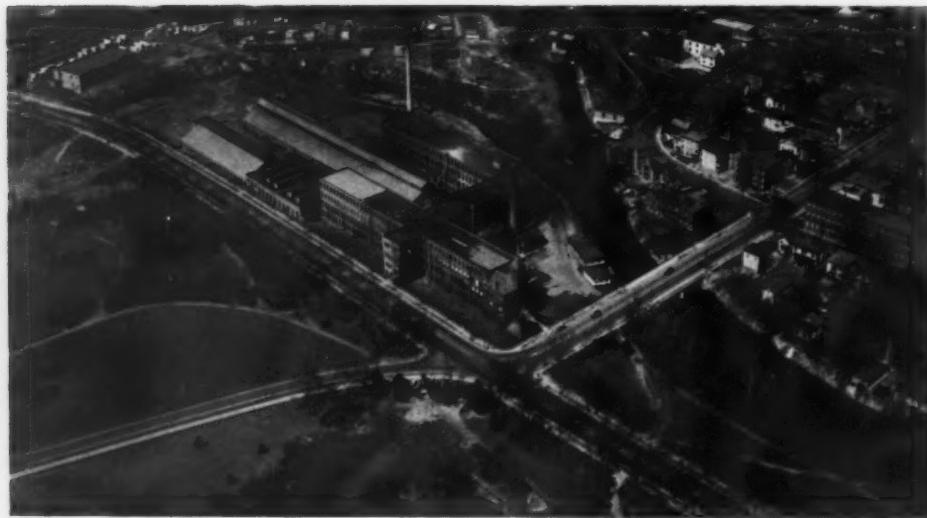
Campaign Talk

One cannot remain in Washington without becoming saturated, through the question and answer system, with the fact that a presidential campaign is impending. The Republicans are confident and become more confident as the Roosevelt-Smith fracas continues merrily on its way. Neither Republicans nor Democrats have much to say concerning the Garner candidacy except that "no one from Texas could be nominated and elected." We are not so certain—of course, we permit our thoughts to go only as far as the nomination. That stalwart little Texan has had long training in the art of politics and he knows when to speak. If he can unleash himself from some of his well-meaning friends, New York's electoral votes may not be a stopping block.

Connecticut Well Represented

Connecticut is not lacking in Congressional brains and energy. Senator Walcott is right on the inside of all partisan and non-partisan action in connection with finances. He is lending some mighty constructive thought. Senator Bingham is one of the busiest men on the hill. His recent appointment to the Committee on Commerce—the work of which is highly important to the shippers and receivers of freight in Connecticut—has added greatly to his duties. His work on the Finance Committee is, as always, highly important but arduous. His chairmanship of the Territories and Insular Affairs Committee, particularly during these troublous times, is being handled in a masterly way. No one should have the mistaken idea that Congressman Tilson is not still an important factor in Congressional and administrative circles. His office is still under the Capitol dome, in one of the old civil service offices. He goes to the White House as frequently as any of them, and while you hear talk of his appointment to a judgeship, federal power commission, etc., Connecticut will probably have its important representative for some time at least. He is the same forceful, likeable, and competent individual that he was when he was leader of the House of Representatives. Much of Congressman Goss' time is taken up with his work as a member of the Military Affairs Committee and he is doing a splendid job. It is said that he is going along faster than any of the younger Congressmen. Congressman Lonergan has his work cut out for him. He is a member of the Committee on Interstate and Foreign Commerce, and that is one of the hardest working committees of the session. He is putting all of his time and his best thoughts into his job and is highly regarded. Congressman Tierney is

Please turn to page 12



Courtesy Fairchild Aerial Surveys

An aerial view of the Billings & Spencer Company Plant, Hartford.

The Billings & Spencer Company was founded in 1869 by C. E. Billings, a practical mechanic and inventor, in conjunction with Mr. C. M. Spencer, also an inventor of note. The company was originally founded to forge sewing machine parts and gun parts. It also made special wrenches and later added a standardized line of wrenches, pliers, gauges and other mechanics' hand tools. Since it was impossible to purchase a successful drop hammer, shortly after the Civil war, Mr. C. E. Billings invented and built the first commercial board drop hammer in the United States. With the advent of the automobile a large number of manufacturers saw the advisability of going into the drop forging business commercially and this necessitated the company's entrance into the manufacture of drop hammers on a large scale. Until a few years ago the Billings & Spencer Company produced three dis-

tinct lines—drop forged mechanics' tools, commercial forgings, and forging machinery, such as drop hammers, trimmer millers, trimming presses, die sinking machines and hot saws.

In 1929, after manufacturing golf club heads for several years, the company entered the market commercially, marketing the completed club. Until two years ago Billings & Spencer products were sold in practically every country in the world, but due to the general falling off in world trade the company now has only three important foreign markets—Mexico, Japan and the British Isles. Branch offices are maintained in New York, Chicago, San Francisco, Richmond and London. The present officers of the Company are F. C. Billings, president; W. Roy Moore, vice-president and general manager; and C. T. Jones, secretary.

INDUSTRIAL BRIEFS

Brooks Made Director of S. N. E. T. Co.

Allerton F. Brooks, vice president and general manager of the Southern New England Telephone Company, was recently elected a director of the company. Mr. Brooks joined the engineering department of the company in June, 1911, after his graduation from the Sheffield Scientific School of Yale University, and has since held such positions as supervisor of central office

installation, special agent of commercial department, commercial engineer, appraisal engineer, plant engineer and chief engineer. He has been vice president and general manager of the telephone company since September 15, 1930.

Utility Has Unusual Employment Record

Few business enterprises in the state have equalled or exceeded the unique employment record established

by the Connecticut Light & Power Co. More than one thousand of this company's employees have been in its service for a period of five years or more, while over eight hundred have been employed as recently as four years. Without including associated companies, the Connecticut Light & Power Company had, at the end of the first eight months of 1931, 1885 employees. Of this group 1081 had a service record of five years or more, 634 of them having served from five to ten years, 286 from ten to fifteen, 79 from fifteen to twenty, 35 from twenty to twenty-five, and 39 real veterans, having been with the company over twenty-five years.

New Type Press Brake Introduced by Farrel-Birmingham Co., Inc.

The Farrel-Birmingham Co., Inc., is offering to sheet metal workers a new type of press-brake and quick release die holder which it is manufacturing at its Ansonia and Derby, Connecticut, plants, as sole licensee under Rafter Machine Co. Patent No. 1,778,339, No. 1,812,982, and No. 1,813,951. These developments are the result of long experience, research and study of sheet metal working problems by the Rafter Machine Co. of Belleville, New Jersey, which has manufactured and installed many of these machines during the past three years.

The Rafter principle is revolutionary since in no previous design of press brake, has power been applied to the ram from below, pulling it to the work rather than pushing it as in the case of all previous designs. Most important mechanical advantages of the new Rafter brake mentioned by company engineers may be summarized briefly as follows:

1. Absence of driving mechanism from the upper part of the Rafter brake, all the drive being contained within the base, fully enclosed and run in a bath of oil. Less head-room necessary for installation on account of over-all height being short.

2. There are only two major members of the

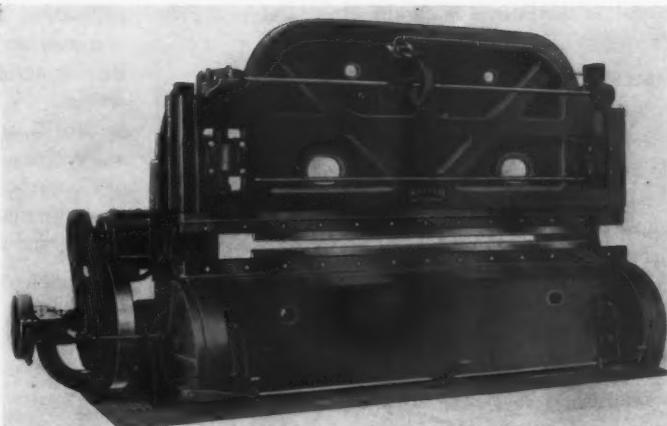


Fig. 1—Front View of A-15 Rafter Press-Brake, 200 tons maximum capacity, 10 ft. 6 in. between housings, 13 ft. die space.

Rafter brake—the base and the ram. Absence of side-housings and crown eliminates dead weight and permits the concentration of weight and strength in the working parts, where it is most effective in resisting deflection and producing work of the highest accuracy.

3. The machine is mounted on a heavy, rugged, A-shaped base to resist deflection and prevent weaving. Installation is inexpensive since no costly foundation is necessary.

4. C-shaped connecting rods exert practically a straight down pull eliminating side thrusts.

5. Vertical position of ram adjusting screws prevents a subjection to bending motion. Design of trunnion nut bearings prevents running the screws partially out of the nuts for an extremely short die opening.

6. No side housing to throw ram and dies out of alignment.

7. Patented quick-release die holder prevents trouble, delays and expense if the press stalls on the down stroke. By loosening a few bolts the work can be removed without damage.

8. It is a true open-throat machine, permitting the utilization of dies the full length of the ram and base.

9. Rugged construction of rolled steel plates,

HADFIELD, ROTHWELL, SOULE & COATES

Certified Public Accountants

HARTFORD-CONNECTICUT TRUST BUILDING
HARTFORD, CONNECTICUT

FIRST NATIONAL BANK BUILDING
BRIDGEPORT, CONNECTICUT

THE FIRST-STAMFORD NATIONAL BANK & TRUST CO. BUILDING
STAMFORD, CONNECTICUT

welded in accordance with the latest and best practice.

Central Connecticut Power Sold

The outright purchase of the Central Connecticut Power and Light Company by the Connecticut Electric Service Company was announced on January 27, to take effect February 1. The Central Connecticut company has been serving residents of East Hampton, Glastonbury, Haddam, East Haddam, Colchester, Chester, Essex, Saybrook, Westbrook and adjacent communities. Rolland A. Chase, manager of the Central Connecticut Company, stated that the association of the company with the state-wide system of the Connecticut Light & Power Company would most certainly prove beneficial to industry and homes in the central Connecticut region.

Silent Glow Company Opens New Branch

The Silent Glow Oil Burner Corporation of Hartford, said to be the largest producer of oil burning units in the world, opened a most complete exhibit of oil burning equipment in Boston on January 25. Although in operation for only nine years, the company now has more than 125,000 of its own units in operation in the New England states.

Federal Taxes Off in Connecticut for 1931

If internal revenue taxes are taken as an index of prosperity, Connecticut felt the business slump to a greater degree in 1931 than the country as a whole. Federal taxes collected in 1931 were \$23,699,185 less than in 1930, a percentage drop of 47% compared to 34% for the country as a whole. Corporation income tax collected in the state fell from \$21,937,164 in 1930 to \$10,378,469 in 1931, or a drop of slightly over 50%.

New York Firm Takes Over Uncas Silk Plant

The Klareco Company of New York City has just taken over the operation of the Uncas Silk Company plant located on Wilson Street, Willimantic, Connecticut. Plans of the new management contemplate adding to the present personnel of 20 employees.

Census Count of Gainful Workers

According to the Census Bureau count of 1930

CONNECTICUT INDUSTRY for March, 1932

population, there were 677,208 persons 10 years old and over employed in Connecticut in gainful occupation, as against 589,905 in 1920. Of the 1930 gainful workers, 49,201, or 73.7%, were males, and 178,007, or 26.3%, were females. Under the division by color and nativity, 448,071, or 66.2% of the gainful workers of Connecticut, were native white; 213,956, or 31.6%, were foreign born white; 14,518, or 2.1%, were Negro, and 663 were of other races.

White Elected Head of Waterbury Clock Co.

William H. White, son-in-law of the late H. L. Wade, one-time president of the Waterbury Clock Company, was elected president of the company early in February to succeed the late C. W. Curtiss. The position of general manager, held by Mr. Curtiss, was not filled at press time.

Mackenzie Named Fuller Company Officer

Ian D. Mackenzie, vice president and treasurer of the Smyth Manufacturing Company was elected president of the E. C. Fuller Company of New York at the annual meeting of the company during the last week of January. The E. C. Fuller Company is the distributing agent of the Smyth Company and other manufacturing companies in the bookbinding business.

Night Shift Starts at Shoe Plant

The decision of the United States Rubber Company to market an automatic buckle has caused the Shoe Hardware Manufacturing Company, subsidiary of the United States Rubber Company, to institute a night shift in order to keep up with orders. The number of workmen on the day shift has also been increased.

Largest Shipment of Hats Sent to St. Louis

The largest single shipment of Danbury-made hats ever to leave that city was started on its way to the J. C. Penney company in St. Louis on January 23. The shipment consisted of ten freight cars filled to the top, totalling approximately 60,000 hats. The city of Danbury has received considerable publicity since a sign was placed on each car reading as follows: "Marathon Hats, Made in Danbury, Conn., for the J. C. Penney Company."

New Governors Developed by Portland Concern

A new line of governors, for internal combustion

AN IMPORTANT TIP

CONSULT THOMPSON & PECK, Inc. 185 CHURCH STREET
NEW HAVEN

REGARDING MARINE, INLAND TRANSPORTATION AND YACHT INSURANCE

AGENTS OF ATLANTIC MUTUAL INS. CO. OF N.Y. { EST. 1842
Surplus over \$10,000,000

engines, developed during the past year by the Pickering-Governor Company of Portland, Connecticut, has met with immediate favor wherever presented for consideration and test.

The new units are much smaller, to conform to the size and space restrictions of the engines on which they will be mounted, but the quality of workmanship which the company has been known to produce has not been sacrificed to attain compactness.

The most popular models thus far produced are the "G. P." and "G. P. Jr." shown in the accompanying illustrations. Model "G. P.", originally intended for slow speed gas engines, has lately been adapted for use on smaller size Diesel engines with excellent results. Model "G. P. Jr." is designed for high speed gas engines, and because of its smaller dimensions is intended for horizontal operation and can be used to advantage where space is limited. Either model can be arranged for belt or direct gear drives.

The company also plans to introduce a larger governor to be known as "S. R." for Diesel engines running at a slow speed and requiring considerable power to handle the fuel injection, as well as a smaller size than the "G. P. Jr." With these four lines added to other stock models, the company will be able to meet any normal call of the trade.

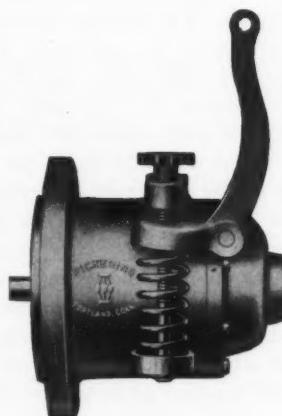
Radio Density in Connecticut Third in the U. S.

According to the last census, 215,821 of the 389,569 families in Connecticut are able to enjoy radio programs. The percentage of Connecticut families having radio sets is 54.9, being exceeded only by Illinois with a percentage of 55.6 and Rhode Island with a percentage of 57.

As to private newspapers, however, which have a combined total circulation of 471,640, the radio stands second as a medium of contact.

Arrow-Hart & Hegeman Elect Directors and Officers

The Arrow-Hart & Hegeman Electric Company of Hartford has named the following directors and officers:



*G. P. Jr. Model
Pickering Governor*

The new directors elected were William R. C. Corson, president of the Hartford Steam Boiler Inspection and Insurance Co., and Frank Alley, general superintendent of the plant.

John R. Cook was elected president, the other officers being re-elected.

The directors named Edward R. Grier, former president, to the newly created position of Chairman of the Board.

Net income for the company for the year ending December 31, 1931, was \$250,713 compared with \$522,529 for the previous year.

Curtis 1000 Marks Fiftieth Anniversary

Curtis 1000, Inc., manufacturers of envelopes, is this year celebrating the fiftieth anniversary of its founding as a small printing business by Henry R. Curtis in St. Paul, Minnesota. The company has plants in Hartford and Cleveland and sales offices in other principal cities. Henry Curtis, son of the founder, is president and general manager. Other officers located at the Hartford plant are J. Blaine Howard, treasurer, and T. L. Hansen, secretary.

E. Kent Hubbard Succeeds Upson as Council Member

E. Kent Hubbard of Middletown, president of The Manufacturers' Association of Connecticut, was recently elected a state member of the New England Council for a term of three years to succeed Charles H. Upson of Naugatuck.

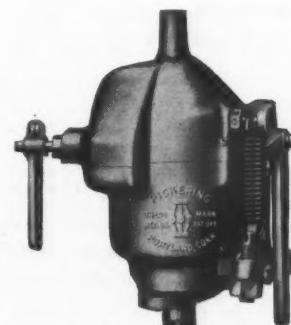
U. S. Industry Has Many Canadian Branches

According to a recent report by Norman J. Lawes, president of the Board of Trade in Montreal, it is estimated that about twelve hundred United States branch, subsidiary, affiliated and other controlled industries are operating

in Canada, with employed capital of \$1,750,000,000. Mr. Lawes further estimates that of the total of the branch, subsidiary and affiliated establishments, representing approximately \$2,000,000,000 of capital, the United States controls 68%, Canada 17%, Great Britain 14%, and other countries less than 1%.

Newton Die Casting Corporation Sold

Doehler Die Casting Company purchased in Jan-



*G. P. Model
Pickering Governor*

uary from the National Lead Company all equipment, inventories and good will of the Newton Die Casting Corporation of New Haven, Conn. It is understood that the Newton equipment is being moved to Pottstown, Pennsylvania, where it will be consolidated with the company's plant there.

Trumbull Electric Shows Good Employment Record.

The report of the Trumbull Electric annual sales conference disclosed that the company's sales force was slightly larger in 1931 than in 1930 and that no department head or foreman had been dismissed or laid off and no Trumbull man had been the recipient of food or funds from the town's emergency relief committee, that no cut had been made in the rate of pay, and no lowering of the advertising or development appropriations.

P. & F. Corbin Gets Large Order From Chicago

The P. & F. Corbin Division of the American Hardware Corporation closed a contract on January 19 for approximately \$80,000 worth of hardware supplies for the new office building of the Marshall Field estate which is to be constructed in Chicago.

Correction

Connecticut Industry regrets its error in naming Bridgeport as the location of the Winchester plant instead of New Haven, in the item entitled "Winchester Plant Reopens" which appeared on Page 10 of the February issue.

A Buyer Guarantee

The present keen competition in the automobile tire industry has brought about a condition which has presented a serious problem to manufacturers generally. In fact, the situation is disturbing every owner of any considerable number of cars or trucks.

How this situation has been met by one tire company was explained in an interview with Mr. J. W. Whitehead, President of the Norwalk Tire & Rubber Company, Norwalk, Connecticut. Mr. Whitehead's company has been widely noted of late for the steps which it took in meeting the present business situation. Eliminating widely scattered warehousing and selling efforts and concentrating on the northeastern territory, it actually increased its volume sales and closed 1931 with a profit.

Regarding this situation Mr. Whitehead said:

"Keen competition in the automobile tire industry has brought about one very outstanding and regrettable condition which every tire manufacturer and retailer should strive to overcome; i. e., lack of confidence (justifiable), on the part of buyers of tires for fleets due to unstable prices.

"So general has this condition become that today it is quite usual to find an account purchasing tires for 20, 30 or 150 automobiles enjoying a better price on exactly the same make of tire than an account, located within a few city blocks, purchasing for twice the number of automobiles. We know that a buyer can reconcile himself to buying a particular make of tire for which he might pay more than some one in a similar class pays for some other make of tire but he most assuredly can not justify his position when he is buying the same make or brand of tire as some one else and paying more money for it. Nevertheless this practice is common and buyers are entirely at the mercy of tire manufacturers and their dealers in whom about all they can do is place confidence, which is very often misplaced under today's conditions.

"Our company inaugurated a policy a year ago, establishing a definite wholesale price on tires to all classes of commercial and national fleet operators with or without service and filing with the buyer a letter to the effect that the price quoted and service guaranteed are as good as any extended on Norwalk tires, either directly or indirectly, to other commercial or national fleet operators and that, in the event of our making a lower quotation to any account of such class, the lower price would automatically be extended to all such buyers."

The Norwalk Company now suggests that each Purchasing Agent, for his own protection, obtain and keep on file such a letter from the manufacturer whose make of tire he purchased through the dealer from whom he purchases. If he is unable to procure such a letter, then surely he will realize that neither the manufacturer of the tire nor the dealer who sells it is entitled to his confidence.

What's Going On In Washington

Continued from page 7

working quietly but seems to be getting on. Congressman Freeman, who would have been chairman of the Rivers and Harbors Committee had the Republicans organized the House, is plugging away at his work as he has done for so many years.

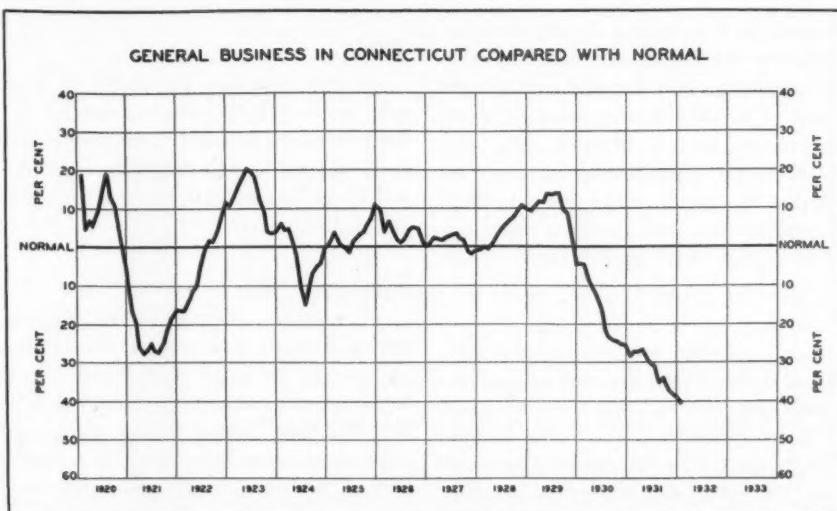
HOW'S BUSINESS

M. R. MICK

General Summary

The index of general business activity in Connecticut recorded a further decline during January. Manufacturing activity was generally lower than in December although in one or two cities small increases were reported. The number of man-hours worked in factories and the number of employees on factory pay-

During the first week of February, freight car-loadings in Connecticut advanced sharply, the increase in the average daily loadings being well in excess of the normal seasonal gain. Further optimism was also engendered by the recent spirited rise in the prices of stocks, bonds and a few commodities and the announcement that the new Ford would be introduced early



The index of Connecticut business activity presented above has been revised to allow for certain minor adjustments in the weights of the component series. Some slight change has also occurred as the result of the development of more satisfactory indices of seasonal variation and long time trend in the various components.

rolls both declined during the month. Incidentally, these two indexes taken together cover in normal times approximately 115,000 employes or only slightly less than half the number employed in all Connecticut manufacturing plants as reported in the U. S. Census of Manufactures. Changes in these two indexes, therefore, may be said to indicate with a fair degree of accuracy changes in manufacturing activity throughout the State. Freight car-loadings originating in Connecticut cities were also at a lower level in January than a month earlier. On the other hand, bank debits to individual accounts and activity in cotton textile mills increased slightly for the second consecutive month.

in March and that production was already well under way.

In the United States, general business activity experienced further contraction during January. Production of iron and steel underwent the usual seasonal changes compared with December but freight car-loadings and electric power production both fell sharply. The output of automobiles did not increase by the expected amount and cotton consumption remained at a low level. However, cotton cloth statistics compiled by the Association of Cotton Textile Merchants of New York were highly encouraging. Production in January was at the highest level since April, 1930, and sales, which amounted to 145% of production, were

the best since September, 1929. Stocks of goods on hand were reduced substantially while unfilled orders were close to the highest level in two years.

According to the new weekly index of the U. S. Bureau of Labor Statistics, commodities at wholesale continued to decline during January and the first week of February. On February 6th, compared with four weeks earlier, the prices of food products had fallen 7%, farm products 6%, building materials 2%, other products about 1%, and all commodities, on the average, 2%. Since February 6th, the prices of cotton and wheat and other grains have risen substantially but sugar, copper, zinc and rubber have fallen to new low levels. Retail food prices on January 15th were 2% lower than a month earlier, 14% below a year ago and 24% below the average level in 1929.

Financial

Business failures in Connecticut during the four weeks ended February 6th showed no change in number from the corresponding period a year ago but net liabilities increased 11%. On the other hand, the number of new corporations formed increased 20% over last year while the total capitalization involved declined 26%. During the month, real estate sales held up fairly well whereas the total value of mortgage loans decreased to a point 40% below 1931.

Construction

The value of new building contracts awarded during January in the United States declined to the lowest level in at least ten years and was 63% less than in January, 1931. In Connecticut, there was comparatively little activity apart from the construction work going on at Yale University and projects of a public and semi-public nature. New post-offices were under construction in Hartford and Waterbury, the estimated cost being \$1,250,000 for the building in the former city and \$400,000 for that in the latter. Plans were also in progress for new post-office buildings in Bridgeport and New London to cost \$1,200,000 and \$420,000, respectively. Post-offices in several smaller cities were also either under construction or being contemplated.

Labor and Industry

As mentioned above, activity in manufacturing plants in Connecticut was further reduced during January. Sharp decreases in the number of man-hours worked occurred in Bridgeport and New Haven factories while a seasonal falling off was evident in Meriden concerns. Small increases took place in Bristol and New Britain factories. In Hartford concerns, employ-

ment fell substantially after holding steady in December, and in Waterbury and Torrington, the number of employees on factory payrolls was also less than a month earlier.

Wage adjustments during the month included a 10% cut for those employees of the New Haven Road not affected by the previous reduction which, it was estimated, would save the railroad in excess of \$4,275,000 a year, and a 25% cut for employees in the building industry in Hartford. Announcement of the latter was made by the Master Builders of Hartford and goes into effect March 1st.

In factories in the United States, the number of employes added was greater than the number discharged or laid off in plants manufacturing automobiles, boots and shoes, cotton goods and men's clothing while the reverse was true in foundry and machine shops, iron and steel mills and furniture concerns.

Trade

During January, the index of department store sales in the United States compiled by the Federal Reserve Board declined more than expected and stood at 80 for the month compared with 81 in December and 83 in November. Compared with a year ago, sales fell approximately 19%.

Transportation

The decline in freight car-loadings in Connecticut during January was greater than seasonal in extent and brought the index of car-loadings to a point 23.2% below normal compared with 21.9% below in December. Decreases compared with a year ago occurred in loadings of bituminous coal, iron and steel, copper, cotton, building materials other than cement, and merchandise in less than car-load lots. Increases took place in beef and packing-house products, fruits and vegetables other than potatoes, and automobiles, the increase in the last item amounting to 34%.

Latest Business Sentiment

The latest cross section view of business, based on 1800 replies to a Kiplinger Washington Agency survey of all sections of the country and all types of business, may be tersely summed up as follows: Business now at lowest levels; majority believe definite up-trend in Fall with spotty gains in the interim; Washington moves on stabilization generally lauded; unused purchasing power in middle and upper classes may suddenly move into the retail market; feeling that enemies of good business are no longer hidden has contributed toward better sentiment; easier credit coming gradually will stimulate buying.



The Inventory That Makes Friends

Most heavy inventories spell headaches and restless nights to the management forced to carry them. The one above is different—it's in our back-yard instead of yours—the responsibilities are assumed by us, thus freeing you of the worry.

Coal Talk Series

Our customers know by experience that a telephone call will bring a two weeks' or a month's supply of coal to their stokers in time for any emergency. This constantly renewed inventory of over 70,000 tons of New River coal has solved the storage problems of several hundred Connecticut manufacturers—and made warm friends doing it.

If you want more space and wish to travel the safe and profitable road to a light inventory, get on friendly terms with our coal pile.

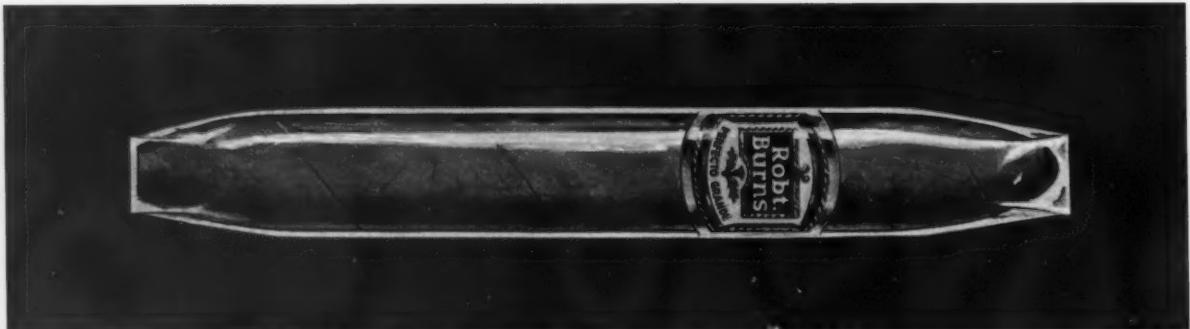
T. A. D. JONES & CO., Inc.

Bridgeport

NEW HAVEN
Hampton Roads

New York

The General Cigar Co. Inc. saved \$12,788.67 through AMERICAN MUTUAL



The Robt. Burns Cigar, made by the General Cigar Co., Inc.

The General Cigar Company is the world's largest manufacturer of cigars, employing a total of more than 13,000 people. Their liability insurance is, of course, an important item.

As good business men, they sought an insurance organization that could give them the best service and protection at the lowest possible cost. So they selected American Mutual • • • a company that has returned 20% or more of every policyholder's premium for nearly 50 years. In the last ten years they have received \$12,788.67 in dividends on their workmen's compensation insurance alone!

From American Mutual branch offices in 53 principal cities, the General Cigar Com-

pany gets swift, efficient claim service throughout the country. From American Mutual's engineering department, they receive valuable advice and suggestions on accident prevention. And in the strongest, oldest mutual liability company in the world, they are sure of complete safety.

On this basis of savings, service and stability, American Mutual insures many of the largest and best known firms in the United States • • • insures them so satisfactorily that 96% renew their policies every year.

We'll be glad to discuss your insurance problems. Why not write or call our nearest office?

AMERICAN MUTUAL Liability Insurance Company

WORKMEN'S COMPENSATION AND AUTOMOBILE INSURANCE

Bridgeport, Conn.
Newfield Building

OFFICES IN PRINCIPAL CITIES

Hartford, Conn.
Goodwin Building

Departmental News

Accounting Hints for Management

Contributed by Hartford Chapter, N. A. C. A.

UNUSUAL USES OF COST DATA. CURTAILING WASTE. The task of detecting and localizing waste in the various activities of an organization is difficult and baffling. That methods and procedures used are wasteful may be sensed by the management, but, it often lacks the initiative or the courage to meet the problem in a direct manner. Not infrequently the shortcomings are rooted in the management itself.

Losses through waste may creep into almost any phase of the business. It may occur in labor, materials, in the services (or overhead), or in the selling and administrative departments. It may be brought about indirectly through other weaknesses, such as inadequate working facilities, light or ventilation, poor routing of work, deficient plant layout, excessive operations, or neglect of maintenance and upkeep work. Some of these defects can be sifted out and remedied most effectively by bringing in outside consultants versed in plant layout and problems.

A large amount of remedial work can, however, be accomplished internally if the management will cooperate and if the accounting departments are given adequate opportunity to function. Some examples of this are the following: (1) factory superintendents and foremen may have no knowledge of where factory expense money is going, (2) mounting production costs may be due to excessive operations and use of expensive parts, (3) cost of maintenance work may not be properly controlled, charged as general overhead instead of to the departments benefited—subject to the scrutiny and criticism of the foreman of the department charged. An efficient cost department should be able to render prompt reports which would disclose these facts, particularly controllable expense items.

Probably the most pathetic type of waste is the time, effort and money expended in producing unprofitable lines of goods and in covering markets too remote for economical sales activities. These are caused by the failure to segregate production costs by lines of product and by the failure to make adequate sales and market analyses. Here, too, the accounting department could render great aid if its services and talent were availed of.

STANDARDIZED RESERVE ACCOUNTING. James W. Hook, President of the Geometric Tool Company, New Haven, and a member of the New England

Council, will address a joint meeting of the Hartford Chapter, National Association of Cost Accountants, and the Manufacturers Association on Tuesday evening, March 15th, on the topic "Standardized Reserve Accounting." It is expected that the speaker will discuss the new features which industrial accountants and executives will be obliged to consider in the future as the result of the prolonged depression.

The meeting will be held at the Elm Tree Inn, Farmington. Dinner at 6.30 P. M., address and discussion to follow at 8.00 P. M.

Foreign Trade

The following reports on world economic conditions are based on cable and radiograms received by the Department of Commerce from representatives abroad and from current reports regularly distributed by leading foreign trade organizations.

ARGENTINA. Cereal prices reported slightly higher; good order for American mercerized yarn is said to have been placed; late returns indicate victory for General Justo—National Democratic Candidate for the Presidency; government levies an income tax on all 1932 income; business in general is dull on account of the extreme summer heat.

BRAZIL. Coffee shipments light but prices hold firm; domestic collections better; all sales of foreign exchange must now have official sanction on account of the new decree abolishing previous privilege of unrestricted selling of exchange up to 500 milreis per day.

CHILE. January conditions show improvement on account of Control Commission cooperation through the release of foreign exchange in installments up to 4% of the value of a collection; government has entered into 50,000,000 peso contract with a French firm to build roads, railroads and other public works.

COLOMBIA. Coffee prices lower with crop outlook favorable; certificates of origin for merchandise originating in the United States are required and must be signed either by the Merchants Association of New York or in other cities by recognized chambers of commerce; all drafts for collection must now be accompanied by a full set of the original documents to induce the Control Commission in charge of exchange operations to issue necessary authorization.

CUBA. Credit conditions still unsatisfactory, consular fees on merchandise raised from 2 to 5 per cent; earthquakes leveled one-fifth of buildings in Santiago,

damaged another two-fifths but casualties were light—the property damage is estimated at \$5,000,000.

CANADA. Canadian imports in January, valued at 34,114,000 Canadian dollars, or a drop of 33% below January, 1931; exports valued at \$38,867,000 were 14% lower; industrial activity greater in Ontario; textile mills and shoe factories in Quebec and Maritime Provinces report satisfactory schedules, but other industries dull; cold weather retarding trade in British Columbia; operating revenues of the Canadian National Railways declined 20% under 1930 figures and the earnings are the lowest since the road came into existence in 1919.

CHINA. Business in North and South China now detached from Shanghai; business in Shanghai stagnated on account of a state of war.

GERMANY. Germany's position in industry and trade shows uniform stagnation in mid-winter; increasing obstacles to foreign trade now existing in numerous countries are furnishing a serious threat to German prospects for successful internal financial reconstruction which will enable her to meet her foreign commercial obligations; receiverships were nearly 50% higher last December than in the same month of 1930 and insolvencies were practically 25% higher; gold standard is being defended by drastic measures of the government with heavy sacrifices being made by business; utmost cooperation necessary to keep Germany from following England.

GREAT BRITAIN. The general 10% tariff went into effect on March 1 on all imports from non-British countries, except meat, wheat, tea, raw cotton, raw wool, and a long list of other necessary raw materials and food stuffs; estimates show that about 26% of British retained imports from the United States continue to be on the free list after February 29; imports declined 19% in January over December, but exports show a decline of only 3%, largely seasonal.

INDIA. The year 1931 marked a general depression throughout the country resulting in abandonment of the gold standard; all credit risks should be carefully checked and drafts drawn on a D/P basis are considered advisable; a market exists for out-of-style shoe numbers.

JAPAN. Trade adversely affected by fluctuating exchange, especially import trade; exports to China at a standstill; Rayon Association restricting production by 25 per cent to dispose of surplus stock of rayon.

PHILIPPINE ISLANDS. Copra trade firm in all markets with production still below normal; retail business poor with no improvement in collections or credit.

POLAND. State revenues from taxation decreased 18% and from monopolies 19%. Favorable trade balance approximating \$46,000,000 reported for 1931.

SWEDEN. The value of Swedish imports declined approximately 200,000,000 crowns in 1931 while exports declined about 435,000,000 crowns in the same year.

FRANCE. Industrial activity still on decline causing growing unemployment; additional import quotas which apply to U. S. exports of electrical apparatus and equipment have been established for the first quarter of 1932, the new group including motors, transformers, vacuum cleaners and heating apparatus.

NORWAY. A temporary law has added one-fifth to all existing duties; rapid development of the market for radio apparatus has caused several American companies to appoint representatives to handle this business locally; if possible c. i. f. Oslo prices should be quoted.

EXPORT MANAGERS TO MEET IN MARCH. A preliminary program of the Annual "Get-together" of export executives to be held under the auspices of the Export Managers' Club of New York, Inc., at the Hotel Pennsylvania on Tuesday, March 22, 1932, has just been published. A number of extremely important subjects of current value to every one interested in export problems are listed for discussion by outstanding trade executives. Further information may be obtained from Mr. Oren O. Gallup, Secretary, Export Managers' Club, 2 Lafayette St., New York City.

Transportation

CONNECTICUT COMPANY EXTENDS OVER-NIGHT SERVICE. Through coordination of the freight and express services furnished by the trolley express for the past 25 years, with those offered by the New England Transportation Company, the Connecticut Company is now offering an over-night pick-up-and-delivery service to all points in Connecticut. Prior to this new arrangement the trolley express furnished this service only to those points reached by trolley lines. Shipments are accepted either on a prepaid or collection basis. Full information may be obtained from either the New England Transportation Company or the Connecticut Company.

REVISION OF INTERCOASTAL RATES. With the re-establishment March 1, 1932, of the United States Intercoastal Conference, there will be a general revision of intercoastal rates. It is understood that the reorganized Conference will operate with a secretary and a rate committee which will pass on all questions

of revision of rates or charges of violation of rates, rules or regulations. All intercoastal lines became members of the reorganized Conference with the exception of the Isthmian and Dalmar lines. It is understood that these two companies have filed an agreement with the Shipping Board pledging themselves to observe Conference rates, rules and regulations.

TEXTILE RATE HEARINGS POSTPONED. Hearings on the so-called Textile Rate Cases which were scheduled for March 1 before the Interstate Commerce Commission in Washington, D. C., have been postponed to April 5, 1932.

CONSOLIDATED OFFICIAL HEADS SAFETY CONFERENCE. Everett J. Arbour, Treasurer and General Manager of the Consolidated Motor Lines, Inc., has recently been named as temporary chairman of the newly formed New England Motor Transport Conference. The object of this organization, composed of representatives of various motor truck groups in New England, was definitely set forth in its inaugural meeting held in Boston on February 17 as follows: "To promote and encourage, among the drivers of trucks, safety on the highways, to defend and protect the trucking industry against unfair legislation and unjust propaganda, and to develop uniformity in truck regulation and restriction. Myles W. Illingworth, Executive Secretary of the Motor Truck Association of Connecticut, was named temporary secretary of the Conference.

RECIPROCITY IN PURCHASING, I. C. C. DOCKET No. 22455. At the start of the Commission's investigation in the matter of reciprocity in purchasing of supplies by railroads, it appeared that the general shipping public would have no interest in the proceedings, but subsequent developments; viz.: the proposed reports of Director Bartel and Examiner Rogers have shown it to be of deep concern to shippers. These proposed reports have recommended that the Commission ask Congress to deprive the shippers of the right to specify the routes over which their shipments are to be transported. Withdrawal of the routing privilege would result in heavy losses for shippers in both time and money and would remove the greatest incentive to carriers for the improvement of their service.

ASSOCIATION FILES EXCEPTIONS IN I. C. C. 23-400. Certain exceptions to the proposed report of attorney examiner Leo J. Flynn in I. C. C. 23,400—Coordination of Motor Transportation—were filed by the Association on February 8, 1932. If the fifty conclusions reached by the examiner in this report were adopted by Congress, motor trucks would be placed under substantially the same regulations as now apply to railroads.

CONSOLIDATED GETS LARGE TAX BILL FOR 1931. According to testimony given at the Washington hearings on Senate Bill 2793, by Everett J. Arbour, General Manager of the Consolidated Motor Lines, Inc., of Hartford, the 1931 tax bill of his company totaled approximately \$42,500, or about 41% of its net revenue.

The Consolidated Motor Lines, Inc. is the outgrowth of a merger of Joseph Arbour & Sons of New Britain and the Woodland Transportation Company of Hartford. This corporation, said to be the largest motor transport organization in New England, operates 120 trucks and has branch offices in New York and the principal New England cities.

Legislative News to Feb. 20

CURSORY SUMMARY. Congress has been setting the pace that kills during the slightly over two months the 72nd Congress has been in session. Within the past month two Democratic Congressmen, one Samuel Rutherford of Georgia and the other Percy Edwards Quin of Mississippi, died of heart disease. While attempting to devise new taxes in January with which to balance the budget, Chairman Collier (Democrat) of the Ways and Means Committee, collapsed under the strain and since has been recuperating in a Washington hospital. Representative Charles Robert Crisp of Georgia, considered by many to be the "brains" of the Democrats on the Ways and Means Committee, is pinch-hitting in earnest for Mr. Collier. In a recent stirring message to the House, he stated that he was burning all his bridges behind him, and regardless of the political consequences advocated levying sufficient taxes to balance the budget. As he sees the situation, all relief measures will come to naught if the budget is not balanced. For putting the honor and credit standing of the U. S. ahead of personal ambition, the House cheered wildly for Mr. Crisp.

Considered by many of the nation's banking, business and political leaders as the most important economic measure thus far considered, the Glass-Steagall bill is being speedily groomed for passage before March 1. Lacking space for details, the Glass-Steagall Bill provides, in brief, for the acceptance of collateral by federal reserve banks heretofore excluded under the Federal Reserve Act. This "collateral for currency" exchange, boosters of the bill claim, will reestablish confidence among bankers and depositors, permitting the former to return again to a normal loaning policy. In the event that President Hoover's Anti-Hoarding campaign fails, a provision of the bill permits the issuance of new currency backed by 60% in bonds and 40% in gold to an amount now estimated at slightly

over \$2,000,000,000. In fact, the bill empowers the Federal Reserve Board to act as an actual economic dictator for a period of one year.

ACCOMPLISHMENT WORTHY OF NOTE. Appointments have been numerous and noteworthy during the past month. They are as follows: Andrew Mellon, to the Court of St. James; Ogden Mills, Secretary of the Treasury; Arthur Edward Ballantine, Under-Secretary of the Treasury; Robert Lincoln O'Brien, Chairman of the Tariff Commission; Ira Ornburn Connecticut, member of the Tariff Commission, after Senate dismissed charges of unfitness; Harvey Crowley Couch, Arkansas, director of R. F. C.; Jesse Holman Jones, Texas, a director of R. F. C.; Judge Wilson McCarthy, Salt Lake City, a director of R. F. C.; James Rumsey Beverly, Amarillo, Texas, Governor of Porto Rico; and Judge Benjamin Nathan Cordozo, New York, Justice of the Supreme Court.

President Hoover signed \$126,000,000 deficiency bill. After more than a week of hot debate, the Costigan-LaFollette Relief Bill, providing for gifts to the states for unemployment relief, was unanimously defeated in the Senate. House adopted resolution authorizing Interstate and Foreign commerce committee to investigate the ownership and control of public utilities. House adopted Senate Resolution ordering the Interstate Commerce Commission to investigate the feasibility of a six-hour day for railway workmen—a specific request of Labor at the recent Chicago Wage Conference.

Reading Suggestions

Whys and Wherefores of 1931, by Stephen Bell, from *Commerce and Finance*, January 13, 1932—a brief review of the reviewers of 1931 business—establishes a vantage point for a better look into the future.

From Red Ink to Profit in Sixty Days, an interview with C. D. Garretson, by James True—from *Sales Management* of December 19, 1931—tells how pricing on a sound economic basis and standardizing of profit items turned the tide for a rubber company.

The Built-In Trend in Household Appliances, by Arthur P. Hirose, *Advertising and Selling*, December 23, 1931, aids manufacturers of household appliances to secure additional sales volume by selling architects, realty companies and apartment house owners.

Beating the Dole by Corporation Teamwork, by William Mauthe, in *Commerce, Business Voice of the Middle West*, January, 1932—how three Wisconsin companies are successfully working a steady unemployment plan—claims industry pays a heavy price for unemployment as well as the individual worker.



A recent report from British Columbia states that the market branch of the Department of Agriculture is understood to have proposed that the government arrange to barter certain products of British Columbia to Brazil for coffee. This method would eliminate the penalty now paid in settlement for British Columbian imports from Brazil on a U. S. gold basis.

United States imports of leather manufactured goods decreased 29 per cent during 1931, or a drop from \$31,169,901 in 1930 to \$22,106,985.

The Czechoslovak Minister of Finance announced that after January 25 importers of specified goods will be required to secure permits from a special Government commission before being able to purchase foreign exchange from the National Bank.

At a recent conference, leading manufacturers of pearl buttons were told by Bureau of Fisheries officials that mussel farms afforded the best apparent hope for the salvation of fresh-water mussels, the source of the pearl button supply.

The Chinese Department of Customs has just issued a notice that all imported advertising samples will henceforth be dutiable under the appropriate item in the tariff schedule.

Conversion of surplus coffee into coke for the production of gas has recently been an experimental success in Brazil.

Lamson Fits Conveyors into a New 1932 Sales Plan, by Emerson Brewer, in *Class and Industrial Marketing*, for January, 1932—Through the determination of its most profitable markets and by concentrating all sales efforts on the chief executives of the concerns in those markets, the Lamson Company is meeting with unusual success.

Current Talking Pictures



SERVICES AT YOUR DOOR

An alphabetical list of accessible services recommended to Connecticut Industry readers

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BAKER-GOODYEAR CO.
Systems - Audits - Tax Advisers
Trust Co. Bldg. New Haven

HADFIELD, ROTHWELL,
SOULE & COATES
Certified Public Accountants
Hartford - Bridgeport - Stamford

HENRY KNUST
Certified Public Accountant
Conn. and N. Y.
15 Lewis Street Hartford

ADVERTISING AGENCIES

EUGENE M. FLEMING
*Advertising Counsel- Art Work -
Campaigns*
18 Asylum St., Hartford

ADVERTISING MEDIUMS
THE AMERICAN EXPORTER
*A foreign trade journal in its
53rd year*
370 Seventh Ave., New York

ARCHITECTS—ENG'NRS
MYLCHREEST & REYNOLDS
*Let us plan and Supervise the con-
struction of your new factory units*
238 Palm St. Hartford, Conn.

*Ask about rates for one or
more of these spaces.*

COAL

T. A. D. JONES & CO., INC.
24 hour service to Connecticut
Industries
New Haven — Bridgeport

GRAVERS

DOWD, WYLLIE & OLSON
*Advertising Art &
Photo Engraving*
106 Ann St. Hartford

EXPORTS

*Consult me regarding economical
handling of Foreign Business.*
CHARLES A. KEOUGH
47 West 34th St. New York

FENCING

THE JOHN P. SMITH CO.
*Distributors for Page fence.
Manufacturers of Wire Cloth,*
497 State St. New Haven

FORWARDING AGENTS

E. HENNIGSON CO., INC.
*Expert Service on Foreign
Shipments*
15 Moore St., Int. Com. Bld., N. Y.

INSURANCE

AMERICAN MUTUAL
LIABILITY INS. CO.
Workmen's Compensation Ins.
Boston - Bridgeport - Hartford

THOMPSON & PECK
*Agents of Atlantic Mutual Ins.
Co., N. Y.—Marine, Yacht,
Transportation Insurance*
185 Church St. New Haven

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will be given the names of reli-
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Paper boxes for every need
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THE ROGER SHERMAN
TRANSFER CO.
Moving Engineers
Hartford — New Haven

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Materials — Equipment — Buildings

•• Materials for Sale

COLD rolled steel in coils and in squares, condulets and fittings, remnants of covering materials—velours, velvets, mohair, tapestries, denims, chintzes, and cretonnes, semi-finished and castellated U. S. S. nuts, pulleys, flat and crown face-steel and cast-iron; new shaft hangers, brass wire, brass rods, aluminum tubing, cold drawn steel—mostly hex; miscellaneous lot of material used in the manufacture of molded rubber parts and flooring, knife switches—new and many sizes; carload C. I. drop bases, No. 1025 steel in sizes 4' x 2' and 6' x 2'; lead pipe, lead sheet, acid proof pipe fittings, 124 bars screw stock varying thicknesses and lengths, white absorbent tissue process from cotton, rotary convertor, colors and dyes—large variety, lacquers—several hundred gallons in assorted colors; and soft anneal copper with high silver content in rolls. J. H. Williams wrenches in assorted sizes.

•• Equipment for Sale

ACCUMULATORS, annunciators, baskets, beaters, beamers, bearings, belt stretchers, blowers, boilers, braiders, bronze runners, cans, cards, woolen; car loaders, chain, chairs, champfer, clocks, time recorders; clock systems, colors and dyes, compressors, condulets, convertors, conveyors, cookers, cooking utensils, doublers, draftsman's table, drop hammers, drops, board; drums, drying racks, dyes, engines, evaporators, extractors or percolators, fans, filtering carbon, folders, forming rolls, frames, furnaces, gears, generators, grinders, grind stones. Grinding wheels, guiders, headers, lamp shades, lathes, lifters, looms, De Laski circular; machines, automatic; machines, calculating; machines, compressing; machines, dieing; machines, drilling; machines, filing; machines, filling; machines, folding; machines, knitting; machines, mercerizing; machines, milling; machines, pipe-cutting and threading; machines, pleating down, machines, riveting; machines, screw; machines, threading; machines, tongue and groove; machines, washing; mercerizer equipment; millers, mixers, mills, mills rubber; mixing rolls, motors, oil circuits; oven drawers, paints and lacquers; panels, planers, plungers, pointers, presses, profilers, pulley drives, pumps, reamers, receivers, rheostats, safe cabinets, saws, scales, screens, seamers, shapers, shears, spindles, spinning mules, steam tables, steam warmers, stitcher, 192 monitor corner box; switches, tables, tanks, toilet equipment, trucks, ash can; tube closers; wire, wire screw and yarders.

•• Factories for Sale or Rent

FOR SALE OR LEASE: One sprinklered factory about 29,000 sq. ft. floor space, two boilers, centrally located in Danbury, Connecticut, known as the Peck Plant. Address S. E. 25.

FOR RENT: 2,000 sq. ft. to rent. Heat and light furnished. Especially adapted for assembly work. Under same roof with foundry, machine shop and plating equipment. Address S. E. 26.

FOR SALE: Factory buildings 66,500 sq. ft. floor space. Address S. E. 27.

FOR SALE: Chapin-Stevens Plant, Pine Meadow (New Hartford), Connecticut. Four 60 H. P. water wheels provide cheap power. Brick and wooden buildings, all thoroughly sprinklered.

Fray Plant, Bridgeport, Connecticut, about 35,000 sq. ft. factory space in brick buildings all thoroughly sprinklered.

Hancock Avenue, Plant of American Tube and Stamping Company, large three story modern brick building. One large

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns.

H. P. boiler for heating. Address S. E. 30.

FOR LEASE: Small factory, large store house, water power, one-quarter mile from railroad, and on concrete trunk line highway. Address S. E. 31.

FOR RENT: Single story, 115' x 135', mill type construction, sprinklered and heated. Address S. E. 32.

FOR RENT: 1720 sq. ft., second floor, very light, heated. Address S. E. 33.

FOR SALE OR LEASE: 14,000 sq. ft. floor space with railroad siding, oil burner heating system. Location 205-209 River Street, New Haven. Also factory site 150' x 300' at Middletown Avenue, New Haven, on the Boston Post Road. Address S. E. 34.

FOR SALE—1 Dictating Machine; 1 Transcriber; 25 Double Tier Lockers, 12" x 12" x 42", one tier of 5, one tier of 6 and two tiers of 7 preferred. Address R. Wallace & Sons Manufacturing Company, Wallingford, Conn., immediately, giving full description and best cash price.

FOR SALE—Prentice Bros. drill press, handles up to two and three inches. One surface grinder; one Universal tool grinder. Apply Cooper Oven Thermometer Co., Pequabuck, Conn.

FOR SALE—One Excelsior picker, cylinder 16" diameter by 28" long. This machine in good condition. Price \$50.00 F. O. B. New Haven, Conn. Subject to prior sale. Apply C. Cowles & Company, New Haven, Conn.

FOR RENT—2 floors 50 x 115 each, mill construction, light all around, sprinklered and heated. Inquire Waterbury Matress Company, Waterbury, Conn.

FOR SALE—Two Republic Flow Meters, Nos. 3422 and 3423, type ITLB 9, with two recording gauges, Nos. 3990 and 3706, type ITLB 10; two Steam Integrators, Nos. 447284 and 4472776; two Water Integrators, Nos. 5205216 and 5318816; one Foxboro Co. Recorder, No. 758; one Foxboro Integrator, No. 79863; and two Pressure Gauges. Address, Robertson Paper Box Co., Inc., Montville, Connecticut.

WANTED—One motor generator set; generator compounded for 32 Volt A.C. 110 Volt, 60 Cycle, or 440 Volt, 60 Cycle. Suitable for charging a 12 MVA 15 Exide Iron-clad Battery. Address S. E. 36.

WANTED—MAHOGANY OR WALNUT LUMBER—A manufacturer in Connecticut is in the market for mahogany or walnut lumber, any length, width, thickness or quality. When writing give location of lumber source, grade of stock, size and lowest cash price. Write S. E. 40.

WANTED—One Dormant Type National Counting and Weighing Machine, capacity 2000 lbs. Must be in good condition. The H. A. Matthews Mfg. Co., Seymour, Conn. F. G. Space, P. A.

FOR SALE—Small plant or interest in small plant in Connecticut, manufacturing a safety guard for punch presses. Many users of the guard in the state. For particulars, write S. E. 42.

EMPLOYMENT AND SALES SERVICE

TECHNICAL EXECUTIVE—A graduate of M.I.T. in chemistry, with graduate work at Harvard; eleven years teaching in a mid-western university, last four as head of the department; twelve years direction of control and development laboratory of one of the largest manufacturers of rubber footwear; two years' sales experience handling testing equipment, desires position along similar lines. Address P. W. 147.

BOOKKEEPER, ACCOUNTANT, MANAGER: Former chief accountant of large brokerage firm with extensive accounting knowledge is available for responsible position of any kind where wide general experience will be of value to progressive organization. References, further information or personal interview may be obtained by writing P. W. 153.

SALES EXECUTIVE—Age 42, has had fifteen years' experience in local and national sales distribution, sales engineer with one of the country's largest industries, sales manager for products of international distribution, and several years as factory manager. Would like to become associated with a manufacturer in one of the above mentioned capacities preferably in the east. Address P. W. 160.

MARINE ENGINEER—MECHANIC: A competent young engineer who has served his apprenticeship as a machinist in shipyards and has had many years' experience as an all-round repair man and machine operator, seeks position where his ability may be used to the best advantage. Ref. Address P. W. 164.

DIRECT MAIL AND SALE PROMOTION—10 years' experience in copy layout, promotional sales letters, mailing lists, multigraph and printing. Now in charge of Direct Mail Department of nationally known concern. Through previous Industrial Engineering qualified to place departments of this sort on a sound economical and productive basis. Address P. W. 165.

PLANT FOREMAN OR ASSISTANT SUPERINTENDENT—Has had thirteen years' practical experience in the brass and copper industry, associated with the largest consumer of copper in this country. Thoroughly familiar with the fabrication of copper and copper alloys. Has held various foremanships and positions of responsibility in the mills. Desires position with concern located in Connecticut. (Age 33.) Address P. W. 166.

INVESTMENT WITH SERVICES—Man with wide sales experience, close contacts with automobile manufacturers in Detroit, and outlets for hardware and toys in Philadelphia, Dallas, Chicago, Cleveland, and other large centers, would like to become associated with small concern where he could assist with sales or management problems. Will make investment if proposition is sound. Address P. W. 167.

ORGANIZER—English-born American citizen, age 37. Capable, through experience in the following: Organizing a time study department; installing a wage incentive system (piece work, bonus or premium); supervising a planning department; methodizing to reduce cost; charting performance to guide rate setters; estimating (machine shop products); man assignment on major operations. Further details on writing P. W. 168.

●● Plant Sales Service

WANTED—TO BUY STAPLE BUSINESS. An old established Connecticut manufacturer desires to pur-

chase outright a small metal working or hardware manufacturing business, to add to present lines. Machinery, raw material and finished stock will be moved to purchaser's factory. Address S. E. 22.

WANTED—MACHINERY MANUFACTURING BUSINESS. An old, established Connecticut manufacturer wishes to purchase a small machinery manufacturing business to be added to present line—business would be moved to purchaser's factory. Send full information to S. E. 23.

WANTED—Additional capital. Established Connecticut manufacturer of tinsel products needs \$15,000 to expand business. Address S. E. 39.

SALESMAN—Young married man with general office experience, a fundamental knowledge of banking and economics and over 7 years' experience in selling imported merchandise in New England, New York, Pennsylvania and New Jersey; and having supervision of sales in U. S. and Canada, desires to locate with a small or medium sized concern as their New York representative. Will consider any worthy sales offer on a reasonable salary and commission basis. Address P. W. 169.

POSITION WANTED—By young married man with twelve years' advertising and selling experience. Three years' advertising and sales promotion manager of large Connecticut wholesale electrical organization. Familiar with entire state. Has own car and can travel. Address P. W. 170.

PRODUCTION AND DEVELOPMENT ENGINEER—Graduate mechanical engineer and master electrician, 10 years' experience. Has held responsible management position, production, development and chief engineer. Excellent references. Address P. W. 171.

PURCHASING AGENT—Office manager—Accountant thoroughly conversant with every detail of office work, seeks position. Fourteen years' experience with three large manufacturing concerns. Has had considerable experience in office management, purchasing, production, billing, general accounting, cost accounting and credit experience. Age 34—excellent references, moderate salary. Available at once. Address P. W. 172.

TRAFFIC AND OFFICE MANAGER—A competent traffic manager who has been employed for many years by a large Connecticut concern now seeks position either as a traffic manager or a combination of traffic and office manager. Former experience fits him for efficient handling of office detail. Address P. W. 173.

CHEMIST—A Yale Sheffield graduate with Ph.B. and M. A. degrees who has had 15 years' experience with large silk manufacturer in regular and special analytical methods involving textile preparations and processes, cost of chemicals and supplies; also has had plant experience involving bleaching, finishing, dyeing, sizing and waterproofing of silk, velvet, cotton and rayon and has made analyses of sewage and coal. Present curtailment of operations makes this competent engineer available after March 10. He would prefer development work for a textile or engineering organization, but will consider any reasonable offer for his services as a chemist. For interview or further details, write P. W. 175.

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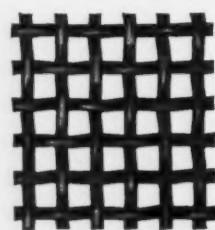
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